**SECURI** 



**IMISSION** 

OMB Number:

OMB Number:

3235-0123 Expires: January 31, 2007

Estimated average burden hours per response ...... 12.00

ANNUAL AUDITIED REPORT **FORM X-17A-5** 

SEC FILE NUMBER 8-36703

FACING PAGE

BRANCH OF REGISTRATIONS Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	1/1/05 MM/DD/YY	AND ENDING _	12/31/05 MM/DD/YY
A. REGISTRA	NT IDENTIFICAT	TION	
NAME OF BROKER-DEALER:		OFI	FICIAL USE ONLY
Foresters E	Equity Services, Inc.		FIRM I.D. NO.
ADDRESS OF PRINCIPAL PLACE OF BUSINESS	S: (Do not use P.O. Bo	ox No.)	
	ısk Blvd. #A-202	<u> </u>	
· ·	o. and Street)		
(City) San Diego	, California 92121 (State)	(Zip Code)	
	, ,		
NAME AND TELEPHONE NUMBER OF PERSON	N TO CONTACT IN I	REGARD TO THIS RE	PORT
Frank Smith	<u> </u>	(858) 550-4	
		(Area Code - Teleph	hone No.)
B. ACCOUNTA	NT IDENTIFICAT	TION	
INDEPENDENT PUBLIC ACCOUNTANT whose of	opinion is contained in	n this Report*	
BOROS	& FARRINGTON	•	
	l, state last, first, middle n	name)	
11770 Bernardo Plaza Cou	rt, Suite 210, San Die	ego, CA 92128	
(Address) (City) CHECK ONE:		(State)	OCESSED
<ul><li>☑ Certified Public Accountant</li><li>☐ Public Accountant</li></ul>			AR 2 1 2005 L
☐ Accountant not resident in United States	or any of its possessi	ions. Ti	HOMSON V
FOR OFFI	CIAL USE ONLY		MUCIAL
	410		

SEC 1410 (3-91)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

\* Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be su

a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### OATH OR AFFIRMATION

I, Frank Smith, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Foresters Equity Services, Inc., as of December 31, 2005, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

		None
		Commission # 1423882 Notary Public - California San Diago County My Comm. Suples Hov 22, 2001  PRESIDENT : CHIEF EXECUTIVE OFFICEN
	_	Title
		Notary Public
This	repo	rt ** contains (check all applicable boxes):
$\square$	_	Facing page.
$   \sqrt{} $	(b)	Statement of Financial Condition.
	(c)	Statement of Income (Loss).
		Statement of Cash Flows.
abla	(e)	Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
	(f)	Statement of Changes in Liabilities Subordinated to Claims of Creditors.
$   \sqrt{} $	(g)	Computation of Net Capital.
	(h)	Computation of Determination of Reserve Requirements Pursuant to Rule 15c3-3.
	(i)	Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
	(j)	A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under
		Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under
_	41.	Exhibit A of Rule 15c3-3.
	(k)	A Reconciliation between the audited and unaudited Statements of Financial Condition with
_	(1)	respect to methods of consolidation.
Ø	(1)	An Oath or Affirmation.
	` '	A copy of the SIPC Supplemental Report.
Ø	(n)	A report describing any material inadequacies found to exist or found to have existed since the
		date of the previous audit.

<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

Consolidated Financial Statements
And
Independent Auditor's Report
December 31, 2005 and 2004

## FORESTERS EQUITY SERVICES, INC. AND SUBSIDIARY (A Wholly-owned Subsidiary of the Independent Order of Foresters)

## **Table of Contents**

	Page
Independent Auditor's Report	1
Audited Financial Statements:	
Consolidated Statements of Financial Condition	2
Consolidated Statements of Operations	3
Consolidated Statements of Changes in Stockholder's Equity	4
Consolidated Statements of Cash Flows	5
Notes to Consolidated Financial Statements	6-8
Other Financial Information:	
Schedule I - Computation of Net Capital Pursuant to Rule 15c3-1	9
Schedule II - Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3	10
Schedule III - Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3	11
Independent Auditor's Supplementary Report on Internal Control Structure Required by Rule 17a-5	12-13

CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

11770 Bernardo Plaza Court, Suite 210
 San Diego, CA 92128-2424
 (858) 487-8518 Fax (858) 487-6794

#### INDEPENDENT AUDITOR'S REPORT

Board of Directors Foresters Equity Services, Inc. and Subsidiary

We have audited the accompanying consolidated statements of financial condition of Foresters Equity Services, Inc. and subsidiary (a wholly-owned subsidiary of The Independent Order of Foresters) as of December 31, 2005 and 2004, and the related consolidated statements of operations, changes in stockholder's equity, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Foresters Equity Services, Inc. and subsidiary at December 31, 2005 and 2004, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Boros & Fannigton APC January 23, 2006

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

#### **Consolidated Statements of Financial Condition**

## December 31, 2005 and 2004

#### **ASSETS**

ASSETS			
	2005	2004	
Cash	\$2,274,801	\$2,256,373	
Investments	888,158	854,618	
Certificate of deposit	26,049	26,049	
Deposits with clearing organizations	20,000	20,000	
Cash and cash equivalents	3,209,008	3,157,040	
Commissions receivable	240,388	102,984	
Due from parent	398,409	-	
Fixed assets, net	22,009	57,189	
Other assets	51,148	<u>46,967</u>	
	<u>\$3,920,962</u>	<u>\$3,364,180</u>	
LIABILITIES AND STOCKH	OLDER'S EQUITY		
Accounts payable and accrued expenses	\$ 602,814	\$ 550,589	
Customer deposits	794,197	470,252	
Due to parent	623,124	1,068,403	
Total liabilities	2,020,135	2,089,244	
Stockholder's equity			
Preferred stock, no par value; 1,000 shares			
authorized; none issued	-	-	
Common stock, no par value; 150 shares			
authorized; 80 shares issued and outstanding	800,000	800,000	
Additional paid-in capital	4,038,575	4,038,575	
Accumulated deficit	(2,937,748)	(3,563,639)	
Total stockholder's equity	1,900,827	1,274,936	
	<u>\$3,920,962</u>	<u>\$3,364,180</u>	

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

## **Consolidated Statements of Operations**

## Years Ended December 31, 2005 and 2004

	2005	2004
Revenues		
Commissions	\$ 6,320,656	\$ 5,567,761
Investment income	35,712	43,021
Interest	12,584	31,513
Other revenues	<u> 19,014</u>	23,158
Total revenues	6,387,966	5,665,453
Expenses		
Compensation and employee benefits	4,429,760	4,743,173
Licensing costs	250,214	279,383
Marketing	58,425	105,308
Management fee and other Foresters charges	244,000	244,000
Commissions and clearing costs	304,545	137,620
Rent	118,766	118,178
Consulting and professional fees	34,490	47,096
Depreciation and amortization	36,060	45,114
Other expenses	<u>266,596</u>	257,309
Total expenses	5,742,856	_5,977,181
Income (loss) before income tax expense	645,110	(311,728)
Income tax expense	(19,219)	(15,188)
Net income (loss)	<u>\$ 625,891</u>	<u>\$ (326,916)</u>

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

## Consolidated Statements of Changes in Stockholder's Equity

## Years Ended December 31, 2005 and 2004

	Common Stock	Additional Paid-in Capital	Accumulated Deficit
Balance, January 1, 2004	\$800,000	\$4,038,575	\$(3,236,723)
Net loss		<del>-</del>	(326,916)
Balance, December 31, 2004	800,000	4,038,575	(3,563,639)
Net income			625,891
Balance, December 31, 2005	<u>\$800,000</u>	<u>\$4,038,575</u>	<u>\$(2,937,748</u> )

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

## **Consolidated Statements of Cash Flows**

## Years Ended December 31, 2005 and 2004

	2005	2004
Cash flows from operating activities		
Net income (loss)	\$ 625,891	\$ (326,916)
Adjustments to reconcile net income (loss)		
to net cash from operating activities		
Depreciation and amortization	36,060	45,114
Changes in operating assets and liabilities		
Commissions receivable	(137,404)	(27,953)
Other assets	(4,181)	8,209
Accounts payable and accrued expenses	52,225	(186,866)
Customer deposits	323,945	65,350
Due from/to parent	<u>(843,688</u> )	225,911
Net cash from operating activities	52,848	(197,151)
Cash flows from investing activities		
Capital expenditures	(880)	(5,977)
Net increase (decrease) in cash and cash equivalents	51,968	(203,128)
Cash and cash equivalents, beginning of year	3,157,040	3,360,168
Cash and cash equivalents, end of year	<u>\$3,209,008</u>	<u>\$3,157,040</u>

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Consolidated Financial Statements**

#### 1. THE COMPANY AND ITS SIGNIFICANT ACCOUNTING POLICIES

**Principles of Consolidation.** The consolidated financial statements include the accounts of Foresters Equity Services, Inc. and its wholly owned subsidiary Sylvan Agency, Inc. (the "Company"). Foresters Equity Services, Inc. is a wholly-owned subsidiary of The Independent Order of Foresters ("Foresters"). All significant intercompany transactions have been eliminated.

The Business. Foresters Equity Services, Inc. ("FESCO") is a registered broker-dealer licensed by the Securities and Exchange Commission ("SEC") and a member of the National Association of Securities Dealers. FESCO provides broker-dealer services involving primarily mutual funds and variable products. Sylvan Agency, Inc. provides insurance services on an agency basis.

Accounting Estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

**Revenue Recognition.** Security transactions and the related commission revenue are recorded on a trade date basis. Insurance commissions are recognized when the related insurance policies are accepted by the underwriters and premiums are paid. Bonus commissions and other revenues that are contingent or not subject to reasonable estimation are recognized when collected. Other revenues are generally recognized as services are rendered.

**Fixed Assets.** Fixed assets are stated at cost less accumulated depreciation. Maintenance and repairs which do not extend asset lives are expensed as incurred. Depreciation is provided on the straight-line method over the estimated useful lives of the assets, generally 5-7 years.

Cash and Cash Equivalents. Cash and cash equivalents consist of cash, investment in mutual funds, and deposits with clearing organizations which may be withdrawn on demand without penalty. Investments in mutual funds are valued at market value with the resulting differences between cost and market included in income.

Customer Deposits. Customer deposits relate to funds received for mutual fund purchases. Funds are deposited in a bank account maintained for the exclusive benefit of customers until they are promptly remitted to the appropriate entities.

Concentration of Credit Risk. The Company maintains cash in bank accounts which exceed federally insured limits and invests excess cash in mutual fund accounts. No credit losses have been experienced on these accounts. Management believes that any potential credit losses would be minimal and, accordingly, no reserve for such losses has been established.

Financial Instruments. The carrying values reflected in the statement of financial condition at December 31, 2005 and 2004 reasonably approximate the fair values for

Total Education Services, Inc. and Subsidiant

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Consolidated Financial Statements**

financial instruments. In making such assessment, the Company has utilized discounted cash flow analyses, estimates, and quoted market prices as appropriate. No allowance for potential credit losses was considered necessary at December 31, 2005 and 2004.

#### 2. RELATED PARTY TRANSACTIONS

**Due to Foresters.** The Company reimburses Foresters for compensation and other costs that Foresters pays on behalf of the Company. These costs amounted to approximately \$3,555,000 in 2005 and \$3,239,000 in 2004.

#### 3. FIXED ASSETS

	2005	2004
Computer equipment and software	\$407,868	\$407,868
Other equipment	33,201	33,201
Leasehold improvements	14,785	14,785
Furniture and fixtures	<u>57,755</u>	56,875
	513,609	512,729
Less accumulated depreciation	<u>(491,600)</u>	<u>(455,540</u> )
	<u>\$ 22,009</u>	<u>\$ 57,189</u>

#### 4. INCOME TAXES

The Company does not file consolidated income tax returns. The Company uses the liability method of accounting for income taxes whereby deferred tax asset and liability account balances are calculated at the balance sheet date using the current tax laws and rates in effect. Because temporary differences are insignificant and the future utilization of operating loss carryforwards is uncertain, the Company has not recognized in the financial statements any deferred tax assets or liabilities.

At December 31, 2005, the Company has net operating loss carryforwards for financial statement purposes of approximately \$1,475,000 which expire in various years through 2019.

The effective income tax rate varies from the statutory federal income tax rate of 34% for the following reasons:

	2005	2004
"Expected" federal income tax (expense) benefit	\$(219,337)	\$ 105,988
State income tax	(19,219)	(15,188)
Change in valuation allowance	219,337	(105,988)
Income tax expense	\$ (19,219)	\$ (15,188)

oldstens equilibent ices, inc. and subsidian

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Consolidated Financial Statements**

#### 5. LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The Company had no borrowings under subordination agreements at December 31, 2005 and 2004.

#### 6. NET CAPITAL REQUIREMENTS

Under Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital (as defined) and a ratio of aggregate indebtedness to net capital (as defined) not exceeding 15 to 1.

The Company's ratio at December 31, 2005 was 2.87 to 1. The basic concept of the Rule is liquidity, its object being to require a broker-dealer in securities to have at all times sufficient liquid assets to cover its current indebtedness. At December 31, 2005, the Company had net capital of \$604,128 which was \$488,489 in excess of the amount required by the SEC.

#### 7. RESERVE REQUIREMENT FOR BROKERS AND DEALERS IN SECURITIES

The Company is exempt from provisions of Rule 15c3-3 (per paragraph K(2)(A) of such Rule) under the Securities Exchange Act of 1934 as an introducing broker or dealer transacting security transactions on a fully disclosed basis. The Company does not maintain physical custody of securities. Because of such exemption the Company is not required to prepare a determination of reserve requirement for brokers and dealers in securities.

\*\*\*\*

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

## Schedule I Computation of Net Capital Pursuant to Rule 15c3-1

## **December 31, 2005**

Total stockholder's equity	\$1,900,827
Less non-allowable assets	
Cash	750
Commissions receivable	156,888
Receivable from subsidiary	193,404
Net assets of subsidiary	699,492
Fixed assets	22,009
Other assets	51,148
Net capital before haircuts on security positions	777,136
Less haircuts on security positions	
Investments	94,521
Undue concentration	78,487
Net capital	<u>\$ 604,128</u>
Total aggregate indebtedness (excluding subsidiary indebtedness)	<u>\$1,734,592</u>
Ratio of aggregate indebtedness to net capital	<u>2.87</u>
Minimum net capital required	<u>\$ 115,639</u>

Note: There are no differences between the net capital reported above and the net capital reported on Form FOCUS X-17A-5 Part IIA as of December 31, 2005.

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

#### Schedule II Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3

**December 31, 2005** 

Because the Company does not hold funds or securities for the account of any customers, as defined by Securities and Exchange Commission Rule 15c3-3, no reserve is required and this schedule is not applicable. Consequently, a reserve requirement was not calculated in Part II of Form X-17A-5 of this Company's FOCUS report as of December 31, 2005; and a reconciliation to that calculation is not included herein.

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

# Schedule III Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3

**December 31, 2005** 

The Company is exempt from Rule 15c3-3 under the exemptive provisions of section (k)(2)(A) and, accordingly, has no possession or control requirements.

## INDEPENDENT AUDITOR'S SUPPLEMENTARY REPORT ON INTERNAL CONTROL STRUCTURE

Board of Directors Foresters Equity Services, Inc. and Subsidiary:

In planning and performing our audit of the financial statements of Foresters Equity Services, Inc. and Subsidiary (the "Company") for the year ended December 31, 2005, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and in complying with the conditions of exemption from Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment of securities under section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control structure, including procedures for safeguarding securities, that we consider to be a material weakness as defined above.

We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2005, to meet the Commission's objectives. In addition, the Company was in compliance with the exemptive provisions of Rule 15c3-3 at December 31, 2005 and, further, no facts came to our attention indicating that the Company was not in compliance with such conditions during the year ended December 31, 2005.

This report is intended solely for the use of management and the Securities and Exchange Commission and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 and should not be used for any other purpose.

Boros & Farington APC

January 23, 2006